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Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 PM-04 H-02 L-03 NSC-05

PA-01 PRS-01 SP-02 SS-15 USIA-06 TRSE-00 OMB-01

ACDA-05 SAJ-01 IO-11 /086 W
---------- 107320
R 031630Z MAR 76
FM USMISSION USBERLIN
TO SECSTATE WASHDC 2055
INFO AMEMBASSY BERLIN UNN
AMEMBASSY BONN
AMEMBASSY LONDON
AMEMBASSY MOSCOW
AMEMBSSY PARIS
USMISSION USNATO

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E.O.11652: N/A
TAGS: EAIR, PFOR, GW, WB, US,UK,FR,UR
SUBJECT: CIVAIR: IGS FARE INCREASE: TALKING POINTS
FOR DISCUSSIONS WITH GERMAN OFFICIALS

REFS: (A) STATE 44625, (B) 75 BERLIN 2326
(C) USBERLIN 0420

1. SUMMARY: FOLLOWING ARE MISSION'S SUGGESTIONS FOR POINTS TO BE EMPHASIZED TO GERMAN OFFICIALS DURING DISCUSSION OF IGS FARE INCREASE.
---INCREASED USE OF SURFACE ROUTES SINCE QA
---HIGH QUALITY OF SIX BERLIN-BASED CARRIERS
--- GROWING CHARTE SERVICES
--- ONE OF THE WORLD'S BEST AIR SAFETY/AIR TRAFFIC CONTROL ENVIRONMENTS
--- ALLIED RECORD IN RESISTING SOVIET ATTEMTPTS
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TO ERODE AIR LINKS

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--- PSYCHOLOGICAL VALUE
--- NECESSARY FACTOR OF PROFIT-MAKING IN FREE
MARKET SOCITEY. END SUMMARY.

2. CHANGE AIR TRANSPORT SITUATION RESULTING FROM
QA: QA AND ACCOMPANYING INNER-GERMAN AGREEMENTS
SIGNED IN 1971 HAVE FACILITATED SURFACE PASSENGER
TRANSPORT FOR GERMANS TO AND FROM BERLIN. SINCE 1971
THE EFFECTS OF WORLDWIDE INFLATION, PARTICULARLY
INCREASED COSTS OF FUEL, HAVE FORCED AIR FARES TO
CONSIDERABLY HIGHER LEVLES. DURING SAME PERIOD MORE
GERMANS ACQUIRD AUTOMOBILES, MAKING USE OF SURFACE
ROUTES MORE PRACTICAL AND COMMON. THIS PHENOMENON IS
TRIBUTE TO SUCCESS AND VALUE OF 1971 AGREEMENTS.
STEADY RISE IN NUMBER OF BUSINESS TRAVELRES USING AIR
ROUTES HAS NOT OVERCOME SHARP DROP IN PRIVATE AIR
TRAVEL. CONSEQUENTLY IN FOUR YEARS SINCE SIGNATURE
OF QA SURAFCE PASSENGER TRAFFICE BETEEN BERLIN AND FRG
HAS INCREASED BY APPROXIMATELY 55 PERCENT, WHEREAS AIR
PASSENGER TRAFFIC HAS DECREASED BY 35 PERCENT. TWO-
THIRDS OF THE TRAFFIC DECLINE HAS OCCURRED ON ROUTES
TO TWO NEARBY FRG LOCATIONS, HANNOVER AND HAMBURG,
WHICH ARE NOW EASILY REACHED BY CAR OR TRAIN.

3. QUALITY OF BERLIN'S AIR SERVICE REMAINS HIGH.
BERLIN IS SERVED BY THREE OF WORLD'S MAJOR SCHEDULED
AIRLINS: PAN AMERICAN, AIR FRANCE,AND BRITISH
AIRWAYS; AND THREE SUPPLEMENTAL CARRIERS HAVE OPERATIONAL
BAESE IN BERLIN. THESE CARRIERS MAKE A SUBSTANTIAL
CONTRIBUTIN TO WELFARE OF CITY THROUGH INEXPENSIVE
ALL-INCLUSIVE CHARTER TOURS TO LOCATIONS THROUGHOUT
EUROPEAND THE MEDITERRANENA AREA. TOGETHER, THESE
BERLIN-BASED AIRLINES PROVIDE BERLINRS WITH AN OPPORTUNITY
TO TRAVEL FREQUENTLY AND RAPIEDLY THROUGHOUT WORLD.
CHARTER SERVICE HAS BEEN OF PARTICULAR ATTRACTION TO
BERLINERS, AS EVIDENCED BY STEADY INCRASE IN CHARTER
PASSENGERS DEPSITE LVELINGOFF OF BERRLIN'S TOTAL
POPULATION AND GROWING EASE AND ATTRACTIVENESS OFSURFACE
TRAVEL OUT OF BERLIN. CHARTER PASSENGER TRAFFIC
VOLUME ROSE BY NEARLY TEN PERCENT IN 1975.
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4. AIR SAFETY: THE AIR SAFETY MEASURES IN EFFEECT IN
THE AI CORRIDORS AND BERLIN CONTROL ZONE ARE AMONG
BEST IN WORLD. AIR TRAFFIC CONTROL CENTER AT TEMPELHOF
CENTRAL AIRPORT, WHICH IS STAFFED BY THREE WESTERN
ALLIES AND IS COMMANDEC BY UNITED STATES AIR FORCE, HAS
JSUT RECENTLY BEEN MODERNIZED WITHBEST AVAILABLE
AMERICCAN EQUIPMENT AT COST OF OVER TEN MILLION US

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DOLLARS. IN ADDITION, THREE WESTERN ALLIES SUPERVISE
IMPROVEMENT AND MAINTENANCE OF NAVIGATIONAL AIDS AT
BERLIN'S AIRPORTS AND AT OTHER LOCATIONS IN CITY.

5. AS RESULT OF TEN YEAR PROGRAM OF TECHNICAL
IMPORVEMENTS IN ARA OF STATIC NAVIGATIONAL AIDS,
APPROACH SYSTEMS, TRAINING OF PERSONNEL TO SUPPORT
THESE SYSTEMS,AS WELL AS TECHNICAL UP-DATING OF CERTAIN
RELATDED EQUIPMENT LOCATED IN TH FRG, BERLIN TODAY
ENJOYS AS TECHNICALLY MODERN AREA NAVIGATION ENVIRONMENT
AS ANY COMPARABLE AIR SPACEIN WORLD. ADDITIONAL
IMPORVEMENTS AE UNDERWAY: FLIPCO(FLIGHT PLAN
PROCESSING AND COORDINATION SYSTEMM) AND TOGETHER WITH
INSTALLATON OF NEW SOLID STATE DVOR/DME (DOPPLER-
VERY LONG RANGE--OMNIDIRECTIONAL RADIO RANGE/DISTANCE
MEASURNG EQUIPEMENT) AT TEGEL WILL BRING BERLIN TO
POINT WHERE WE WILL BE A TECHNICALLY COMPETENT IN
AIR TRAFFIC CONTROL COMMUNICATIONS AS ANY PLACE IN
WORLD. AT TEGEL AIRPORT FRENCH AUTHORITIES ARE UNDER-
TAKIN IMPORVEMENT IN INSTRUCMENT LANDING SYSTEM WHICH
WILL BRING NORTH RUNWAY TO ICAO CATEGORY III STANDARD.
THIS MEANS THAT WIDE-BODIED AIRCRAFT WILL BE
ABLE TO TAKE OFF FROM AND LAND AT TEGEL WHEN HORIZONTAL
AND VERTICAL VISIBILITIES ARE ZERO METERSS AND ZERO
METERS RESPECTIVELY. BERLIN'S OUTSTANDING SAFETY RECORD
SPEAKS FOR ITSELF: NO FATAL ACCIDENTS TO PASSENGER
AIRCRAFT SINCETHE AIRLIFT.

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 PM-04 H-02 L-03 NSC-05

PA-01 PRS-01 SP-02 SS-15 USIA-06 TRSE-00 OMB-01

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R 031630Z MAR 76
FM USMISSION USBERLIN
TO SECSTATE WASHDC 2056

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INFO AMEMBASSY BERLIN UNN
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6. SUCCESS OF USAF SUPERVISION OF AIR TRAFFIC CONTROL
IN BERLIN AREA IS MATTER OF GREAT PRIDE ANDSATISFACTION.
ITS DELICATE ANE EXTRAORDINARILY SUCCESSFULHANDLING OF
INTRICATE ATC PROBLEMS IN AND AROUND BERLIN HAS EARNED
FOR THOSE RESPONSILE NUMBEROUS AWARDS AND COMMENDATIONS
FOR EXAMPLE 7350TH AIR BASE GROUP AND USAF 1946TH COMMUNICATIIONS
SQUADRON WERE RECENT RECIEPENTS OF USAF OUTSTANDING UNIT AWARD.

7. AIR SERVICE: BERLIN HAS FREQUENT DIALY CONNECTIONS
TO THREE MOST ACTIVE AND BEST SERVED AIR CENTERS IN
EUROPE, THA IS, LONDON, FRAKFURT, AND PARIS. FROM
THESE POINTS, ABERLINER CAN TRAVEL ANYWHERE IN WORLD
WITHIN 24 HOURS. OVER PAST 30 YEARS, MAINTENANCE OF
FREE AND UNHINDERED AIR LINK BETWEENBERLIN AND FRG HAS
BEEN VITAL TO MAINTAING SECURITY AND FREEDOM OF CITY.
THIS LINK COULD NOT HAVE BEEN MAINTEIANED WITHOU ALLIES'
WILLINGNESS TO TAKE RISKS TO KEEP AIR SERVICES IN
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OPERATION AS WELL AS GERMAN WILLINGNESS TO CONTRIBUTE
NECESSARY SUPPORT ON GROUND. ALTHOUGH SURAFCE ACCESS
HAS BEEN SUBSTANTIALLY IMPORVED BY ALLIED EFFORTS IN
QA, AIR ACCESS REMAINS FORM OF COMMUNICATION WITH
WEST WHICH IS LEAST VULNERABLE TO SOVIET AND GDR
INTERFERENCE AND, THEREFORE, MEANS OF COMMUNICATIONS
WHICH WEST BERLINRS TRUST MOST IN TIMS OF INCRASED
TENSIONS.

8. ALTHOUGH SOVIETS HAVE ON OCASION SOUGHT TO RSTRICT
AIR ACCESS TO MILITARY FLIGHTS FOR SUPPORT OF GARRISON,
WESTERN POWERS HAVE SUCCESSFULLY ESTABLISHED PRINCIPLE
THAT COMMERCIAL FLIGHT ARE AS JUSTIFIED Y THE ALLIED
PRESENCE IN BERLIN AS ARE MILITARY FLIGHTS. SINCE
COMMERICAL FLIGHTS CONSTITUTE 95 PERCENT OF AIR
TRAFFIC IN AND OUT OF BERLIN ITIS ESSENTIAL TO
MAINTAIN THIS IMPORTANT COMPONENT OF TH TRAFFIC IN
ORDER TO SUSTAIN THEBERLIN AIR GREGIME.

9. HIGH QULAITY AND HIGH VOLUME OF AIR SERVICE IS
NECESSARY TO AVOID IMPOSING ON BERLINRS FEELING OF

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PSYCHOLOGICAL ISOLATION WHICH COULD ADVERSELY AFFECT
MORALE OF CITY'S POPULATION, WE SHOULD NOT FORGET,
S SOM CRICITS DO, THAT WESTERN AIR CARRIERS OPERATE
ACCODING TO FUNDAMENTAL COMMERCIAL PRINCIPLE OF
MAKING PROFIT. CONSEQUENTLY, ONLY WAY TO CONTINUE TO
MAINTAN CIVIL TRAFFIC IS TO ENSURE THAT IT CAN CONTINUE
TOBE PROFITABLE FOR CARRIERS.

10. IN PAST ALLIED AUTHORITIES SOUGHT TO ACHIEVE
THIS BY APPROVING JUSTIFIABLE FAR INCREASES. HOWEVER,
ALLIED AUTHROTIES ARE ALSO CONCERNED ABOUT IMPACT OF
THESE ESSENTAIL FAR INCREASE ON BERLIN TRAVELING
PUBLIC. ACCORDINGLY, IT MAY BE APPROPRIATE IN THIS
INSTANCE TO CONSIDER INCEASE IN SUBISDY THATWAS
FO COURSE INITALLY INTRODUCED UNILATERALLY BY FRG
FOLLOWING CONSTRUCTION OFWALL AS A CONFIDENCE BUILDING
MEASURE FOR BERLINERS TO MAKE TRAVEL BETWEEN ISOLATED
CITY AND FRG BOTH SAFE AND CONVENIENT FOR BROAD SEGMENT
OF GENERAL PUBLIC. THIS SUBSIDY HAS BEEN
DECLINNG IN BOTH ITS ABSOLUTE AMOUNT AND IN
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PERCENTAGE OF ACTUAL FARE COMPRISED BY SUBSIDY IN
RECENT YEARS. IF INCREASE IN SUBSIDY S RENEWED
CONFIDENCE BUILDING MEASURE FOR BERLINERS IS
COMPLETELY UNACCEPTABLE TO FRG, THEN ONLY ALTERNATIVE IS
FARE INCREASE IN AMOUNT CONSISTENT WITH LUFTHANSA
DOMESTIC FARE INCREASE GRANTED BY FTG AUTHORITIES IN
NOVEMBER, THAT IS, ABOUT 11 PERCENT.GEORGE

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